

# **Exhibit 362**

## **(Filed Under Seal)**

1 \* \* \* H I G H L Y C O N F I D E N T I A L \* \* \*

2 UNITED STATES DISTRICT COURT

3 SOUTHERN DISTRICT OF NEW YORK

4  
5 THE PEOPLE OF THE STATE )  
6 OF NEW YORK, by and )  
7 through ERIC T. )  
8 SCHNEIDERMAN, Attorney )  
9 General of the State of )  
10 New York, )

11 Plaintiff, )

12 vs. )

No. 14-CV-7473

13 ACTAVIS, PLC and FOREST )  
14 LABORATORIES, LLC, )

15 Defendants. )

16 ----- )

17 October 30, 2014

18 9:39 a.m.

19 Deposition of WILLIAM P. KANE, held at  
20 the offices of State of New York Office of the  
21 Attorney General, 120 Broadway, New York, New  
22 York, before Laurie A. Collins, a Registered  
23 Professional Reporter and Notary Public of the  
24 State of New York.  
25

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 2 Q. So why would the volume issue affect  
 0 whether or not the Foundation Care sales would go  
 4 through, because Foundation Care won't be selling  
 5 XR, will they?  
 6 A. No, Foundation Care -- Foundation Care  
 7 will be selling IR tablets.  
 8 Q. So why does the XR production problem  
 A have anything to do with whether or not or even  
 10 when Foundation Care will start selling IR?  
 11 A. Because the market, based on the survey  
 12 results, based on the persistent conversion of IR  
 10 to XR that's been occurring over the past year  
 14 plus, the market basically has voted that Namenda  
 15 XR is a preferred product, it offers significant  
 16 benefit over the tablet formulation.  
 17 So we need to be ready to supply that  
 18 component to the market before we implement any  
 1A limited distribution of Namenda tablets.  
 20 Q. Oh, I see. So you're saying that if  
 21 the XR supply problem does -- not that it will,  
 22 but if it does cause some type of delay or  
 20 cancellation of implementation of the Foundation  
 24 Care arrangement, it would be because there would  
 25 be no limitation on the distribution of IR?

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 2 on a daily basis, on a comparable basis.  
 0 We offer significant discounts in  
 4 excess of the discounts we offer on Namenda  
 5 tablets to managed care customers, including long-  
 6 term care pharmacy providers, et cetera. And then  
 7 ultimately we do that to improve the formulary  
 8 coverage and access to Namenda tablets so that the  
 A out-of-pocket cost, the copay, is comparable to  
 10 the Namenda tablets.  
 11 Q. So the comparable costs that you're  
 12 speaking of are comparable costs out of pocket to  
 10 the patient, meaning copays and things like that;  
 14 right?  
 15 MR. CARNEY: Objection,  
 16 mischaracterizes testimony.  
 17 You can answer.  
 18 A. I think you have to put it in context  
 1A because the ultimate out-of-pocket cost to the  
 20 patient depends on the formulary access for  
 21 Namenda XR, which is dependent on the managed care  
 22 organization, and there are clinical and economic  
 20 review and decision making regarding coverage of  
 24 Namenda XR.  
 25 So we have -- we have worked hard to

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 2 A. Until we -- the company implements the  
 0 limited distribution program, the sale of Namenda  
 4 IR tablets continues, as does the sale of Namenda  
 5 oral solution and the sale of Namenda XR.  
 6 We have experienced a temporary issue  
 7 with decreased supply of Namenda XR. That  
 8 occurred in the summer months. What we noted was  
 A that patients who were taking Namenda XR who may  
 10 not be able to temporarily get a prescription,  
 11 they were put back on Namenda IR.  
 12 And now that they have more Namenda XR  
 10 available, those patients are being converted back  
 14 by their physicians back to Namenda once a day.  
 15 Q. I see. You spoke about the cost being  
 16 comparable for XR. Was that one of the three  
 17 conditions you mentioned?  
 18 A. That is one of the foundational  
 1A components.  
 20 Q. By "cost" do you mean the out-of-pocket  
 21 cost to the patient or do you include in that the  
 22 cost to insurers of whatever type?  
 20 A. So cost varies based on stakeholder.  
 24 On a list price basis, the price of Namenda XR is  
 25 5 percent lower than the price of Namenda tablets

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 2 ensure that Namenda XR's formulary coverage,  
 0 particularly in the Medicare Part D space is  
 4 comparable to Namenda IR tablets.  
 5 Q. I think I understand. I just want to  
 6 make sure I do. You're saying that when you take  
 7 into consideration cost and comparable cost,  
 8 you're not taking into consideration the  
 A copayments through other mechanisms; you're also  
 10 taking into consideration whether a third-party  
 11 payer is paying more for XR than IR. And I think  
 12 you're telling me they don't; is that correct?  
 10 A. Not to my knowledge. We offer  
 14 significant, higher rebates, if you will, on  
 15 Namenda XR versus IR.  
 16 Q. Did you say that the list price for XR  
 17 is lower than the list price for IR?  
 18 A. Yes, it is. It's always been lower  
 1A since launch, by 5 percent.  
 20 Q. Putting aside the copayments and what's  
 21 borne by the patient for the third-party payers,  
 22 is it your testimony that XR will always be  
 20 cheaper than IR, you know, let's say between now  
 24 and July, or that it may be lower, or it depends  
 25 on the circumstances?

70 (Pages 274 to 277)

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